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# HOME MARKETS IN NEW MEXICO.

## THE PARADISE OF THE PRODUCER.

An Address Delivered at the Territorial Exposition, at Albuquerque, Sept. 16, 1890,

—BY—

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Seven years ago it was my privilege to address an audience in this place, at the opening of the territorial fair of 1883.

I then drew your attention to the manifold resources of New Mexico, so varied and so abundant that it could be asserted boldly that no other portion of the United States is so richly endowed by nature. As this seems such strong language as to savor of exaggeration, I proceeded somewhat in detail to make a comparison, in order to show that the picture was not overdrawn. I showed that the states east of the Mississippi, while well equipped in most localities for agricultural and horticultural success by excellence of soil and abundance of humidity, yet as a rule were devoid of mineral resources. Along the Appalachian range there were great deposits of iron, and in certain sections abundance of coal, but of the precious metals the amount even in North Carolina was so small as to be insignificant. Michigan contained magnificent mines of copper, but had no other mineral wealth. Crossing the Father of Waters, we found in Missouri great masses of lead and zinc; but of more valuable metals she had none. Proceeding westward to the Rocky Mountain region, it is true

that Colorado, by her early development excelled us in mineral product, but when we turned to other resources, she had nothing to compare with the fertile valleys of our rivers; and in the productions of the field, the market garden, the orchard and the vineyard, New Mexico was immensely superior. The gainsayer, baffled thus far in finding a land so favored as our own, might then turn to California, and portraying her wonderful advantages insist that at least that state was superior. And at first sight it would almost seem as if this were true. For besides her marvelous record as the land of gold, she possessed the enormous wheat fields of the north and the centre, and the magnificent fruit and grape regions of the south. But in these latter respects

WE ARE FULLY HER EQUAL,

and her mineral is nearly all of one metal. She has not our silver, or lead, or copper, or iron. And beyond all this, the possession in vast and inexhaustible quantities of that great essential article, which is the motive power to set in operation so many branches of business—coal—gives to us the stamp of superiority that can not fail to be recognized.

I then proceeded to enumerate some of the wonderful resources and opportunities of production, existing within our borders; for New Mexico is so large in extent, that few even of our own people know except from hearsay how much of latent wealth lies awaiting development within our borders. There are the great pine forests, from which in a single county over 50,000,000 feet of lumber are even now being produced each year. There are the wonderful wheat lands of the northern valleys, which though used uninterruptedly for over a hundred years, without rotation, yet produce crops unsurpassed in India or Russia or our own northwest. There are the long stretches of valleys bordering all of the great rivers and their tributaries, which rival if they do not excel the prairie soil of Illinois or Kansas, in the luxuriance of their fields of corn. There are the broad acres in alfalfa and other grasses, mere samples of what may be a vastly multiplied reality, producing by their successive crops, a much larger weight of hay than can be raised on the same area in any of the most favored grass producing states. Our oats are greatly superior to those grown elsewhere. While those of Kansas average but 27 pounds to the bushel and seldom exceed 30 at the highest, ours



with their plump full kernels will average 34 and often exceed 40. The onions, turnips and beets, the cabbages, cauliflowers and celery, exhibited in this hall, both in size and quality tell their own story of the superior

#### CHARACTER OF OUR VEGETABLES,

while the potato, which fails to grow well in our valleys, is produced of wonderful excellence on the mountain sides and in all the higher altitudes. And then the fruit, what shall I say of that? but that which you all know, that this seems to be the spot specially adapted by the hand of the Creator for its perfection. Whether apples or pears; peaches, apricots or nectarines; plums, cherries or quinces; all here exhibit their finest points of size, color and taste, combining the weight and beauty of those of California with the richest flavor of those of the East.

All this aside from the gold and the silver; the copper and the lead; the mica and the marble; the iron and the coal; aside from the cattle that cover the plains and the sheep which roam on the hillsides.

Why do I recapitulate all these things? To give us greater appreciation of our future greatness, and fuller self-satisfaction and self-confidence now? Far from it. I have no right to misuse this opportunity of addressing so representative and intelligent an assembly by giving you merely fair words, which have no value and lead to no result.

But I have reminded you of these unequalled advantages which a good Providence has bestowed upon us, in order to show the small extent to which we are using them, and the vast field for profitable employment which their proper development presents.

The plain unvarnished fact is, that with every opportunity of supplying ourselves with all the staple articles and of exporting them to less favored states, we are not doing so; but are actually importing them in vast quantities from without.

Let us look at the facts.

Our wheat lands are unsurpassed, and more than amply sufficient

#### FOR ALL OF OUR HOME DEMAND.

Yet during the last year, the A. T. & S. F. R. R. Co., alone brought into the Territory 409 tons of wheat and 8,897 tons of flour. The A. & P. R. R. added 379 tons of flour—making 9276 tons. This does not include that brought by the S. P. R. R.,

from California, or by the D. & R. G. R. R. and Denver & Fort Worth from Colorado, which doubtless would bring up the aggregate to 450 tons of wheat and 10,000 of flour. But let us simply take the figures as we find them. The flour would make 371,040 sacks of 50 lbs each, or 18,552,000 pounds. This, you will observe, does not include the unground wheat, which was 818,009 pounds more.

Then turn to corn, which is the most natural product of full three quarters of the Territory. Here it was found growing by Coronado in 1541 in such abundance that the historian of his expedition tells that "the harvest of one year is sufficient for seven. When they begin to sow, the fields are still covered with the corn that has not been gathered." And here, to-day, it is found not only of marvelous height in the well watered valleys, but growing in many sections without irrigation at all. Yet we imported over the A. T. & S. F. R. R. 7,945 tons, and 90 tons from the west over the A. & P. R. R., making 8035 tons of which we have accurate figures, besides what came in on the three other railroads and also in addition to 143 tons of ground meal. Here, then, are over 16 million pounds of corn and meal brought into New Mexico, which no doubt would exceed 20 millions if we had the full figures.

I have spoken of the superior character of our oats, which should cause them to be raised in great quantities for exportation to

#### LESS FAVORED LOCALITIES,

but on the contrary the A. T. & S. F. railroad carries to us, instead of from us, during the last year, not less than 3,487 tons.

And now we come to the article which should be our largest product. I refer to hay. Four crops of alfalfa is the usual yield in our valleys. Its long roots penetrating the soil to a depth where there is always moisture, and its permanence when once established, peculiarly adapt it to our conditions. There is no limit to the amount which can be raised. Every acre of land which is fairly irrigated will produce most abundant crops. We ought to supply a great section of country outside of our boundaries with its hay; and yet last year we actually imported over the two railroads from which we have returns 7,904 tons from the east and 241 from the west.

These articles that I have named are those of largest general



consumption everywhere, but if we carry on the investigation, and look at those which may be considered of minor importance, we will see that the same results are found—of importations when we should not only supply ourselves but export in large quantities.

Everywhere in New Mexico where industry chooses to employ itself in the raising of vegetables, they are produced in great perfection.

A glance at the Exhibition hall will show you this. The sole exception is the potato; and while that does not succeed in some localities, it is more than ordinarily productive and excellent in others.

Everyone employed in the cultivation of vegetables finds the business most profitable, and yet the Santa Fe line alone brought 1,491 tons of vegetables from abroad into the territory last year, for consumption here.

Perhaps the most startling exhibit is that regarding fruit. New Mexico is beyond contradiction, the

#### BEST SECTION IN THE UNITED STATES,

we might almost say in the world, for both orchards and vineyards. Whenever we send our fruit to markets in which it meets that of California or other states, it is greatly preferred, and the New Mexico product, of identical varieties, brings a price from 20 to 40 per cent higher than that received by its rivals. We ought to export enough fruit to pay for all our imports of every kind, and yet during the last year, the Santa Fe route brought into the territory 408,000 pounds of green fruit and 675,000 pounds of canned goods. This came from the eastward, and the A. & P. railroad more than doubled the importation by bringing no less than 1,354,000 pounds of fruit in various forms from the west. Thus over 2,000,000 pounds of fruit were actually brought into this land of the peach, the apple and the grape, in a single year. Within ten days I asked the news-boy who was carrying a basket of juiceless peaches through a west bound train not far from this very city, where they were raised, and he said "California." "Where did you get them?" said I. "In Kansas City," he answered. A similar inquiry as to the apples which soon followed, showed that they came from Missouri. Think of it! Right here in the Rio Grande valley, with its fruit of highest flavor, had the insipid

product of California not only been brought, but actually once carried past your doors to be brought back again, to sell to the traveler on the cars. What can we expect the stranger to think of the character of our products, when he finds fruit from the Pacific, which has journeyed 4,000 miles, presented for his purchase, as he passes through New Mexico!

You live here in a city of great enterprise, surrounded by a valley the fertility and productiveness of which are proverbial, and yet here, midway between Bernalillo and Pajarito, both of which are

#### NOTED FOR THEIR APPLES,

one single firm imported this year no less than 1,400 barrels of apples from the east, and your Commercial Club reports that the total amount brought into your city from beyond the territorial line, was 2,500 barrels. One of the favorite products of the valley, is beans, and yet of them you have imported 160,000 pounds. In a land of cattle, you have sent money abroad for 280,000 pounds of butter and 40,000 pounds of cheese. In the midst of all that should make the raising of fowls easy and profitable, you have imported 54,000 pounds of poultry and 2,880,000 eggs. You bought this last year 1,500,000 pounds of potatoes, which could easily have been raised in the cañons and on the foot hills. At every annual fair, the wonderful exhibition of onions, so large, so fair, so mild in flavor, has excited admiration, and they grow so prolifically here, that it has often been said that a single acre well cultivated would support the owner; yet even of onions you imported 60,000 pounds from abroad. And so of all kinds of vegetables, which you should be supplying to Colorado and the north. A can of tomatoes or peaches seems a small thing, but when you are told that in Albuquerque you imported 132,000 cans last year, you can imagine how many canned products were consumed in the whole territory, and wonder why they were not raised and prepared on our own soil. For Albuquerque is no exception among New Mexico towns. At Springer, close to the wheat lands of the Maxwell grant, they used 379,000 pounds of foreign flour and 900,000 pounds of corn; at Wagon Mound, near the Mora valley, whose wheat fields are wonders of productiveness, the leading dealer imported 286,000 pounds of flour, and writes that "almost every merchant from Las Vegas northerly gets his

flour and grain from the east," and in Las Vegas, the "City of the Meadows," it is estimated that 200 car loads of flour, 100 of corn and 75 of vegetables are consumed each year.

The fact is that

EVERY DAY IN THE YEAR,

trains of cars roll into the territory, through the Raton tunnel and across the Colorado of the west, laden with the products of other states, which we are to consume and for which we are to pay, while every one of them could be produced in great abundance and of better quality by our own people. The sum which we annually pay for simply the articles which I have enumerated during these remarks amounts to over \$1,200,000.

These would be sad articles, if caused by any lack of capacity for production in New Mexico; as it is they are simply suggestive and instructive ones. And the lesson which they teach is a double one.

Firstly, they should be an inspiration and incentive to our own people to utilize to a far greater extent the resources and advantages which they possess.

And secondly, they show by absolute figures that can not lie, that New Mexico presents attractions to the industrious and energetic immigrant which are unknown elsewhere.

The man who goes to Dakota may raise an abundance of wheat, but there is no local demand for the crop when matured, and in order to find a market he must send it to Chicago or some other center of trade. He is at the mercy of the railroads, for his product has to bear long transportation, before it reaches any consumer. The value of that product on the ground is the price in Chicago, less the freight and various charges.

The raiser of corn in Kansas, is in a similar plight.

There is no home demand for his product. Every one has the same, and all have a surplus. To be turned into money, it also must go to a more eastern market and be governed by prices there. He, as well as his Dakota brother, is at the mercy of those who control transportation, and the value of his corn is the price in the eastern market, less the cost of transportation, the commissions and charges. Many a time, as is well known, corn is so cheap and coal so high, that its most profitable use is to be burned as fuel.

In New Mexico all this is reversed.



# HERE IS AN ACTUAL DEMAND

for nearly 20,000,000 pounds of flour, which must be filled from somewhere, and now is supplied from abroad. This demand does not have to be created, nor does it depend on the crops of Russia or India, but it exists right here in New Mexico. The raiser of wheat therefore runs no risk. He is sure of a market. And the market is at home. There is no long transportation involved, and so the railroads can not control or overcharge. The price is the price in Minnesota or Dakota, plus the cost of freight from there. The freight alone constitutes an ample profit.

And so of corn. The market is already here, and must be supplied. Over 8,000 tons are necessary for that purpose, and the man who produces up to that amount is sure of a sale close to his farm, and at the prices in Missouri or Kansas plus the freight and charges involved in bringing it from there.

These are but examples. The same general facts exist as to the other articles that have been mentioned. In every case there is an actual home market existing in New Mexico, waiting for some one to supply it from our soil, and meanwhile being filled from abroad. All of the products named are among those most successfully raised in the territory, and the only reason for the shortness of the supply is that no one is taking the trouble to raise them in sufficient quantity. This inadequacy of supply is increased in New Mexico on account of the large mining industry, which employs great numbers of men, who continually consume all kinds of food-products while producing none.

Through most of the agricultural sections of the United States the farmer has great difficulty in finding some article which he can raise at a profit and with which the market is not already greatly overstocked; and after a year of toil is liable to find the general supply of his produce so great and the price consequently so low, that he receives little or nothing for his labor and the use of his land. Here the market is ready and ample, and only awaits greater energy on the part of those already here and the influx of intelligent and industrious producers to supply it. Nowhere is the reward of agricultural and horticultural enterprise so great and so certain.









